

ITELLIGENCE KEY FIGURES

| MEUR | IFRS 2017 | IFRS 2016 | IFRS 2015 | IFRS 2014 |
|------------------------------------|--------------|--------------|--------------|--------------|
| Total revenues | 872.2 | 777.9 | 696.2 | 556.8 |
| Revenues by area | | | | |
| Consulting | 358.2 | 331.4 | 310.1 | 246.6 |
| Licenses | 87.9 | 79.0 | 69.4 | 56.9 |
| Cloud Subscription | 14.1 | 6.5 | 2.7 | 0 |
| Managed Services | 408.5 | 360.2 | 310.6 | 252.4 |
| Other | 3.5 | 0.8 | 3.4 | 0.9 |
| Revenues by segment | | | | |
| DACH (Germany/Austria/Switzerland) | 417.9 | 364.6 | 321.2 | 255.0 |
| Western Europe | 200.1 | 177.6 | 154.8 | 120.2 |
| Eastern Europe | 87.8 | 83.3 | 74.6 | 63.1 |
| America | 145.2 | 135.7 | 130.8 | 107.0 |
| Asia | 14.3 | 12.5 | 10.7 | 7.0 |
| Other | 6.9 | 4.2 | 4.1 | 4.5 |
| EBIT in MEUR | | | | |
| EBIT margin | 3.9% | 4.5% | 5.2% | 4.1% |
| EBITA in MEUR | | | | |
| EBITA margin | 5.1% | 5.4% | 6.2% | 4.9% |
| EBITDA in MEUR | | | | |
| EBITDA margin | 67.4% | 64 | 62.5 | 43.3 |
| EBITDA margin | | | | |
| | 7.7% | 8.2% | 9.0% | 7.8% |
| Earnings IFRS | | | | |
| Earnings per share | 0.56 | 0.56 | 0.63 | 0.11 |
| Cashflow per share | -0.22 | 0.11 | 0.50 | -0.04 |
| Return to sales | 2.2% | 2.3% | 3.0% | 1.2% |
| Cashflow in MEUR | | | | |
| Balance sheet total in MEUR | 578.0 | 544.7 | 459.3 | 397.2 |
| Equity in MEUR | | | | |
| Equity ratio | 174.5 | 165.8 | 155.0 | 132.9 |
| Equity ratio | 30.2% | 30.4% | 33.7% | 33.5% |
| ROE (Return on equity) | 10.7% | 11.0% | 13.6% | 5.1% |
| ROA (Return on assets) | 4.5% | 4.4% | 5.8% | 3.9% |
| ROCE (Return on assets employed) | 6.1% | 6.2% | 8.6% | 5.6% |
| Investments in MEUR | | | | |
| | 60.7 | 45.5 | 37.9 | 58.3 |
| Employees as of December 31 | | | | |
| Average | 6,983 | 5,677 | 4,702 | 4,140 |
| Average | 6,450 | 5,276 | 4,422 | 3,626 |
| – Germany | 2,795 | 2,653 | 2,040 | 1,861 |
| – Abroad | 4,188 | 3,024 | 2,662 | 2,279 |